



MISSOURI TIMBER PRICE TRENDS

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Missouri Department of Conservation, Forestry Division

Statewide Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
Veneer							
Walnut, Black	\$1,665	\$1,665	\$1,665	\$2,170	\$835	5 Int. - MBF	1
Sawlogs							
Hickory	\$110	\$110	\$110	\$90	\$105	14 Int. - MBF	1
Mixed Hardwoods	\$150	\$50	\$125	\$85	\$110	674 Int. - MBF	4
Oak (mixed species)	\$150	\$65	\$90	\$125	\$185	165 Int. - MBF	3
Post Oak	\$110	\$110	\$110	-	\$125	84 Int. - MBF	1
Red oak (group)	\$165	\$110	\$115	\$85	\$135	213 Int. - MBF	2
Soft Maple	\$210	\$210	\$210	-	-	28 Int. - MBF	1
Walnut, Black	\$885	\$415	\$510	\$610	\$385	11 Int. - MBF	2
White oak (group)	\$110	\$85	\$105	\$95	\$125	45 Int. - MBF	2
Stave Logs							
White oak (group)	\$290	\$290	\$290	-	\$295	18 Int. - MBF	1

North Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
Veneer							
Walnut, Black	\$1,665	\$1,665	\$1,665	-	-	5 Int. - MBF	1
Sawlogs							
Mixed Hardwoods	\$50	\$50	\$50	\$85	\$85	33 Int. - MBF	1
Oak (mixed species)	\$65	\$65	\$65	\$90	-	84 Int. - MBF	1
Red oak (group)	\$165	\$165	\$165	\$90	-	14 Int. - MBF	1
Soft Maple	\$210	\$210	\$210	-	-	28 Int. - MBF	1
Walnut, Black	\$415	\$415	\$415	-	-	9 Int. - MBF	1
White oak (group)	\$85	\$85	\$85	\$90	-	10 Int. - MBF	1
Stave Logs							
White oak (group)	\$290	\$290	\$290	-	-	18 Int. - MBF	1

Central Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
Sawlogs							
Mixed Hardwoods	\$150	\$115	\$130	-	\$65	636 Int. - MBF	2

Southwest Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
Sawlogs							
Oak (mixed species)	\$150	\$90	\$115	\$160	\$130	81 Int. - MBF	2
Walnut, Black	\$885	\$885	\$885	\$915	-	2 Int. - MBF	1

Southeast Stumpage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
Sawlogs							
Hickory	\$110	\$110	\$110	-	\$105	14 Int. - MBF	1
Mixed Hardwoods	\$110	\$110	\$110	-	\$170	6 Int. - MBF	1
Post Oak	\$110	\$110	\$110	-	\$125	84 Int. - MBF	1
Red oak (group)	\$110	\$110	\$110	-	\$135	199 Int. - MBF	1
White oak (group)	\$110	\$110	\$110	-	\$115	35 Int. - MBF	1
Oak (mixed species)	\$160	\$160	\$160	-	-	13 Int. - MBF	1
Post Oak	\$189	\$189	\$189	-	-	4 Int. - MBF	1
Red oak (group)	\$189	\$189	\$189	-	-	33 Int. - MBF	1

Statewide Salvage Prices

	High	Low	Avg.	Last Qtr.	Last Yr.	Vol.	# of Rpts.
Pulpwood							
Mixed Hardwoods	\$1	\$1	\$1	-	-	2102 Tons	3
Sawlogs							
Mixed Hardwoods	\$112	\$20	\$52	-	-	3284 Int. - MBF	22
Oak (mixed species)	\$160	\$160	\$160	-	-	13 Int. - MBF	1
Post Oak	\$189	\$189	\$189	-	-	4 Int. - MBF	1
Red oak (group)	\$189	\$189	\$189	-	-	33 Int. - MBF	1

Averages are based on received reports. Refer to the column headed “# of Rpts.” to get a gauge of how accurate the average prices may be. (“# of Rpts.” refers to the number of sales including a particular species and may sum to more than the number of sales.) Changes since last quarter and last year should be read with caution as the number of reports varies each year and quarter. This report can only be used as a general guide for determining market value of timber. General market and economic conditions, as well as local considerations such as accessibility, terrain, sale size, and tree size and quality also affect the price paid.

Please see the map on page 7 for a definition of reporting regions.

Note: All prices and volumes are reported in International ¼” MBF Scale. To convert to Int.-BF prices or volume, divide by 1,000. To convert volume from Int.-MBF to Doyle MBF, divide by 1.2. To convert prices from Int.-MBF to Doyle MBF, multiply by 1.2.

Foresters reported stumpage prices resulting from 15 timber sales containing 4,591 MBF located throughout the state.

Editor's Note

Remember that one of the most valuable sources for information on log and timber markets is the local Missouri Department of Conservation Resource Forester or your Consulting Forester. Contact the nearest Forest District office for up-to-date, local advice. The Missouri Department of Conservation's Forestry Division, (573) 751-4115, will be happy to provide you with the name and address of the Resource Forester or MDC Regional Office nearest to you. You can locate a Consulting Forester by visiting the Mo. Consulting Forester's Association web site at: www.missouriforesters.com or by visiting the Private Land Assistance page of the MDC website <http://mdc.mo.gov/landown/> and clicking on the "Conservation Assistance Contractors" link.

Tom Treiman and John Tuttle, Editors

Note: A "sale" often includes several different species so the number of sales may be less than the "# of Rpts." (number of reports) listed in the tables.

Tree Scale Conversion Factors

Sawlogs - Veneer Logs	Int'l = Doyle x 1.2
Pulpwood Pine	5,200 lbs/cord
Hardwood (hard)	5,600 lbs/cord
Hardwood (soft)	4,200 lbs/cord

Note: All prices and volumes are reported in International ¼" MBF Scale. To convert to Int.-BF prices or volume, divide by 1,000. To convert volume from Int.-MBF to Doyle MBF, divide by 1.2. To convert prices from Int.-MBF to Doyle MBF, multiply by 1.2.

News from Missouri

John Tuttle, Missouri Department of Conservation



I am proud to announce a trial cost share program for installing Best Management Practices (BMPs) on private land timber sales to prevent erosion in six counties in southern Missouri. This project is being funded with a Conservation Innovation Grant via the USDA Natural Resource Conservation Services (NRCS).

If you live in Iron, Reynolds, Wayne, Shannon, Carter, or Ripley Counties in Missouri and if you are planning a timber sale, you should consider having your logger go with you to apply for a cost share to install BMPs on your timber sale. In addition, if you are a logger working in the counties mentioned above you should seriously consider this incentive; when I was in the logging business I would have loved to have been paid for putting in BMPs. The cost share pays loggers between \$10-20/acre for installing the practices. The landowners get \$5/acre for simply maintaining the practice for five years.

What is the purpose for this trial cost share? I feel that loggers have the equipment on site and have the ability to install the BMPs. Often there are no BMPs installed until the landowner notices a soil erosion issue. This practice would demonstrate that a proactive approach would almost eliminate erosion on timber sales. I also want to prove to other cost share providers that if they are sincere about making sure that BMPs are used on private land timber sales that this is a way to get the job done.

If you are interested in this trial cost share program call one of the Missouri Department of Conservation offices in the six counties mentioned and ask to talk to a Private Land Conservationist or a Forester for more details. If you have any questions concerning the forest products industry you can give me a call. John Tuttle (573) 522-4115 ext 3304.



Seedlings On Sale!

George O. White State Forest Nursery, near Licking, offers Missouri residents a variety of seedlings for reforestation, windbreaks, erosion control, as well as wildlife food and cover. Seedlings are sold by the Nursery through the end of April.

Seedlings are bareroot, 1-3 years old, depending on species. Seedlings are available in single species bundles of 25 for use in Missouri. Seedling sizes vary greatly depending on species.

For areas where a variety of seedlings are needed, in smaller quantities, four special bundles are available. The Pecan Variety Bundle offers landowners four different pecan varieties. The Conservation Bundle is recommended for people who want to add a mix of trees and shrubs to their property. The Wildlife Cover Bundle will improve habitat and food sources for a number of Missouri wildlife species. The Quail Cover Bundle provides plants for quail food and cover. The contents of these special bundles are preselected by the nursery, and no substitutions can be made.

Seedling bundles range from \$4 to \$28. For more information, please visit the Missouri Department of Conservation's website at <http://mdc.mo.gov/forest/nursery/seedling/> or call (573) 674-3229.

supply-drive circumstance. Nothing has yet occurred to measurably increase demand.

From Tennessee, some better market news. Pulpwood prices are up because of the poor weather this winter. The pulp mills have been low on log inventory as we feared since last fall. There are reports of some mills paying as much as \$50 per ton for hardwood pulpwood at some distance from the mill. This has had an adverse affect on the supply of hardwood sawlogs and tie logs as it has become more economical to throw the marginal logs into the pulpwood pile at the logging site. Sawmills are looking for logs especially since the winter has been tough for log supply. Tie buyers are looking for ties and the prices are steady.

In the South, strong markets of pulpwood and sawlogs have prompted increased logging activity. However, inclement weather is problematic for harvesting timber. Furthermore, the extended downturn in the wood products business has decreased the number of qualified loggers. In addition, there has been a limited volume of timber sold the past year, restricting log availability further. The result is low log decks at the mills, and green lumber production remains at historically depressed levels as a result. For many grades and thicknesses, buyer interest is outpacing supplies, pressuring higher prices. On the other hand, activity of kiln dried stocks is more controlled. End users are reluctant to purchase beyond short-term needs.

Sources: Nebraska Forest Service, Tennessee Department of Agriculture-Division of Forestry



News from our Neighbors

Nebraska reports that the market is active for most species and grades key to the region. Business intensity is concentrated on green stocks, as resale operations and secondary manufacturers strive to restore inventories. In the meantime, sawmill production is down. Some mills remain idle. Many more are running reduced production schedules. Inadequate log supplies are often cited as the reason, but the primary culprit preventing production expansion is access to additional working capital. Today's market energy is

Missouri Timber Price Trends tracks market prices for Stumpage. Reports on the Stumpage Market are received from Missouri Department of Conservation Resource Foresters and private consulting foresters. Stumpage refers to timber sold on the stump and does not reflect delivered mill prices. These reports should serve as a general guide to track stumpage prices. Landowners should not use the report to replace a timber inventory and marketing assistance as methods of conducting a sale. Missouri Department of Conservation Resource Foresters will be able to provide information on current, local market conditions. Details of all private sales and delivered prices are kept confidential.

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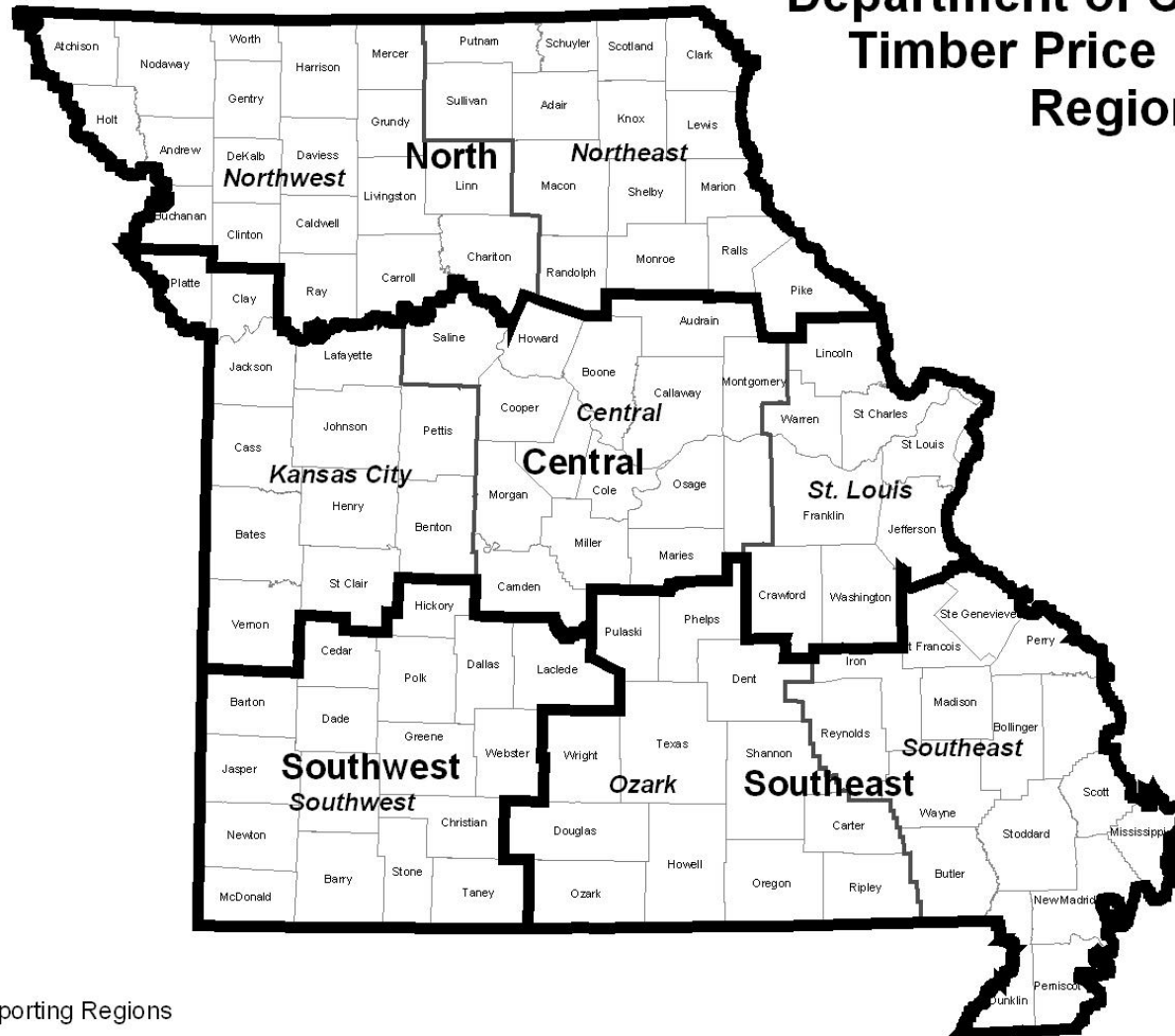
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Missouri

Department of Conservation

Timber Price Reporting Regions



Legend

-  Price Reporting Regions
-  MDC Regions
-  County Boundaries